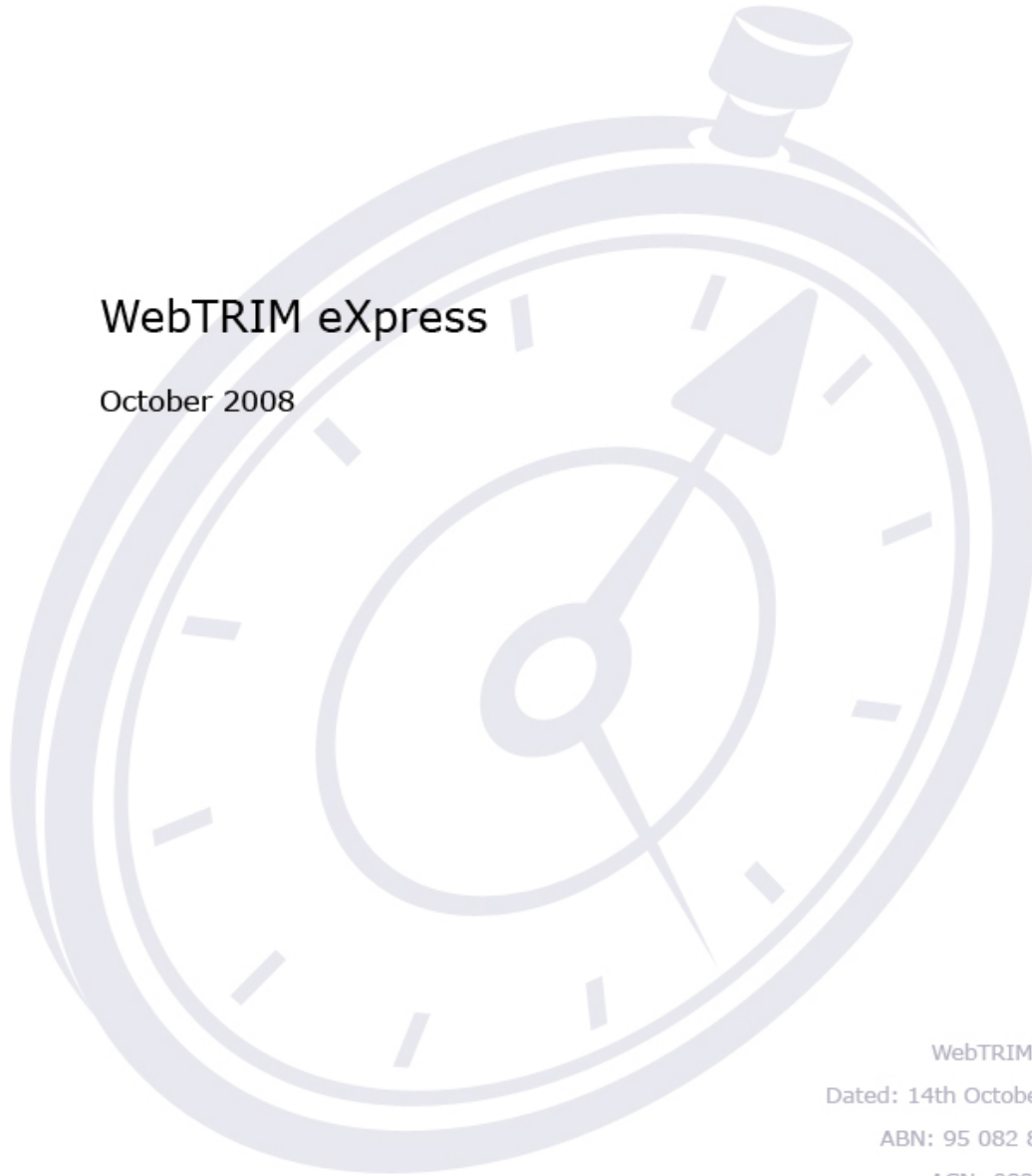




Simple, cost effective booking and scheduling tool for the Crash Repair Industry

WebTRIM eXpress

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WebTRIM Pty Ltd

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ABN: 95 082 893 605

ACN: 082893605

Web: webtrimexpress.com.au

Phone: +61 3 9813 5977

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Features at a glance

Proven method of Scheduling

- Built upon traditional 'planning board' method of scheduling
- Drag and drop tasks onto timeline planning board
- Tasks automatically adjusted based on employee efficiencies
- Accurately & automatically dissect jobs into real shop floor processes
- No data entry required, integrates with all major quoting packages
- Each employee is assigned a start and end time for each day
- Allocate work for one day, or weeks in advance – it's up to you
- Print employee schedule, or use live monitoring screen in workshop
- Replaces existing paper- based planning systems

Easy to learn, immediate results

- Our success is in our ability to deliver complex systems to the crash repair industry in a simple to use, user-friendly way
- Training is free of charge, only takes about an hour
- Web- based application, can be accessed anywhere
- Foresee and rectify bottlenecks in the workshop before they occur
- Reduce downtime in waiting for next vehicle
- Reduce production manager interruptions by providing workers with full day plan
- All staff members will be working towards a common goal

Advanced functionality

- Creates vertical teams in your workshop
- Automatically allocates work to these teams using a 'best fit' approach
- Setup your own automatic allocation rules
- No limit to the number of rules that can be set up
- Simple to use and saves hours of time each week

Fully handles Booking-in process

- Simplified approach to booking-in vehicles
- Safely delegate booking-in process to customer service staff
- Structured approach to estimating turn-around times, as well as providing due in & out due dates based on current capacity and existing booked-in work
- Visualise upcoming work flow
- Targets automatically adjusted, based on employee absenteeism
- Changes culture away from traditional Monday to Friday mentality
- Impact on culture can improve work flows, increase customer satisfaction & cycle times, reduce storage costs, increase shop floor productivity and provide several administrative benefits.
- Provides an overall improvement in work flow throughout the shop

Features at a glance *(Continued)*

Employee Performance Reporting

- Generates historical employee performance reports for any date range
- Provides detailed listing of tasks worked on, start and end times of each, as well as their associated value
- No times entry required, information is taken directly from past allocations
- Assess and compare production levels between your employees

Low Cost. No Fees, no up-fronts!

- No Upfront Fees
 - No Monthly Support Fees
 - No Yearly Support Fees
 - No Training Fees (unless additional training requested)
 - Low cost per Job Imported into system (From \$2.00 AUD/NZD per job).
 - We only charge a maximum of 20 Jobs per week. For example, if you import 50 jobs per week, the most you will pay is \$40 per week.
 - Re-importing of Jobs is Free & Unlimited
 - If you import only 5 Jobs per week, this is all you will be charged for (ie. Pay Per Use)
-

Proven Method of Scheduling

WebTRIM eXpress is built upon traditional, and time proven methods of scheduling. We have no intention of changing the way you do scheduling. Our aim is to make your production and booking management as simple and time saving as possible.

The application uses a 'planning board' style approach to scheduling. Each employee can be defined as to their start and end time for each day, as well as their individual efficiency. Employees are listed one under another, and grouped into departments. A timeline shows the available attended time for each employee, and blocks out any time unavailable, due to absenteeism.

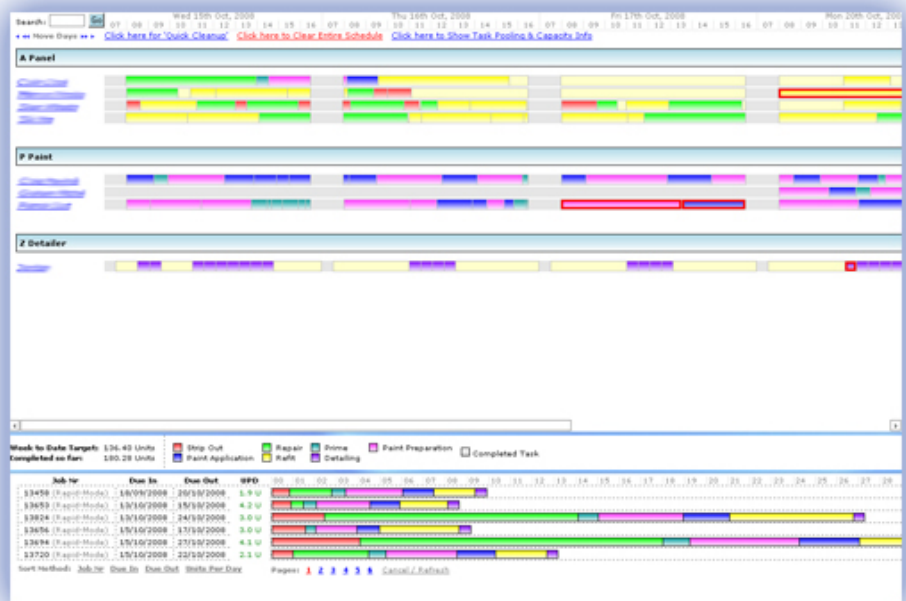
The best part is that there is no data entry. When a job is changed from a Quote to a Job in your quoting package, it will automatically appear in WebTRIM eXpress. Our approach to interfacing means that when a job appears in WebTRIM, it is automatically dissected into the real shop floor processes. You have control over how this is done, ie if you want to split quoted paint times into Prime, Prep, Application, Denib and Polish – you can, with ease!

Once a job appears in WebTRIM eXpress, the process of allocation could not be simpler. You select the real shop floor process (eg. Strip Out), and drop it onto the timeline for an employee – and that's it. The application uses the pre-defined efficiencies per employee, and automatically adjusts the time it will take to complete the task. You can also split the task, so that it can be worked on by multiple employees, specify the 'real time' that you expect the task to take, or use the handy 'shrink to fit' feature to squeeze the task into any sized gap.

Depending on your circumstance, you may only allocate work for the following day, or might choose to allocate weeks in advance – this is entirely up to you.

Conveying the allocations to the workers is easy. You can print a schedule and hand it to each employee as the day starts, or if you prefer – we provide a special monitoring screen for the workshop. This screen immediately reflects any changes to the schedule directly on the shop floor.

By using the planning board approach, we have not only adopted a time proven method of planning, but also provide a seamless transition for clients using existing paper- based systems.



Easy to learn, immediate results

WebTRIM produces software exclusively for the crash repair industry. Our success is in making complex processes such as computer-based scheduling as simple and user friendly as possible.

WebTRIM eXpress is a web based application, no third party software is required on your PC. This means that wherever there is an internet connection, you will be able to review and monitor the schedule of your workshop.



Training in using the application is provided free of charge and only takes about an hour. We understand the time constraints and constant interruptions that repair facilities face. This is why we do training online, allowing training to be performed when it suits you.

One of the major benefits of WebTRIM eXpress is in the immediate results that it can deliver. More often than not, bottlenecks in the workshop can be resolved by proper planning. Our application allows you to foresee these types of issues before they occur, meaning that you can take necessary action to correct the situation.

With the ability to visualize the plan and make changes with ease, you can make maximum use of your resources.

By providing your workers with a schedule of activity, they are able to 'micro manage' their own time and this can lead to vast improvements in

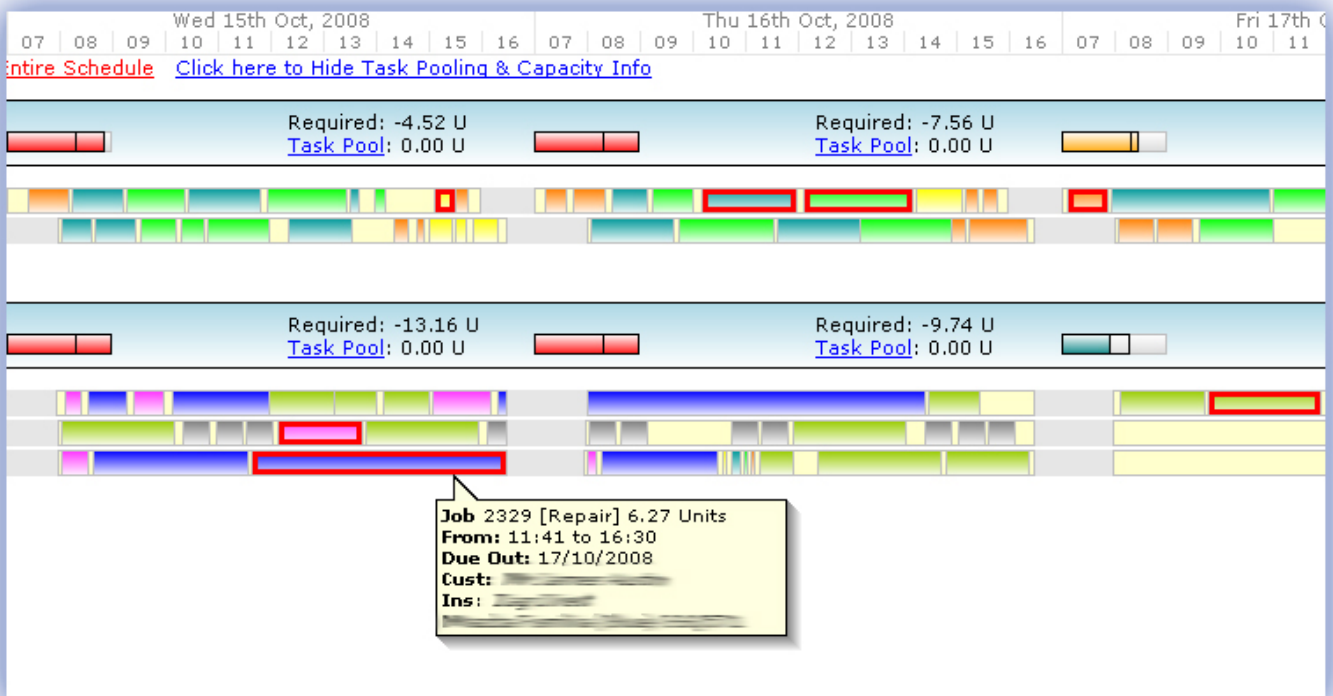
efficiencies. It also reduces the downtime caused by waiting around for the next vehicle to be worked on, or interruptions caused to both the workers and production manager when requesting the next task to be worked on.

More importantly, you no longer have to retain the days (or weeks) scheduling plan in your head. By having access to the most up to date schedule, all staff members will be working towards a common goal.

Advanced functionality

Beyond the drag 'n drop planning board, we also provide an invaluable tool known as Rapid-Mode. This tool can be used in conjunction, or as a replacement to the drag and drop method of allocating work to employees.

Rapid-Mode allows you to create vertical teams in your workshop, and then automatically allocate work to these teams using a 'best fit' approach.



An example of its usage is in a shop where there are multiple lanes, one for small fast-track work, and another for medium to large-sized work. You can create your own rapid-mode rules quite easily, which will determine to whom the work is automatically allocated to. The rules you create consist of each workshop process (ie. Strip, Repair, Prime, etc), and which technician should be performing the work. There is no limit to the number of rules that you can create.

For each task in the Rapid-Mode rule, you can nominate up to two technicians.

When selecting the Rapid-Mode tool to automatically allocate a job, it will determine the next 'gap' available for each employee in the rule based on task size. Not only will it adjust the task size based on each employee's efficiency, but it will also check to see whether choosing an alternate employee will result in a faster turn-around.

This process may sound complex on paper, but when in use, it is very simple to use, and can save hours of time. Larger volume facilities will especially appreciate this feature!

Fully handles Booking-In process

The process of managing upcoming work flow and determining in and out due dates often lies with workshop owners or estimators. With increases in workloads and external pressures, it is important for these key individuals to adopt time management practices to make the most effective use of their time.

WebTRIM has developed a simplified approach to booking-in which allows this time consuming process to safely be delegated to customer service staff.

Our booking process provides you with a structured approach to estimating turn-around time, as well as providing in and out due dates, which take into account your current capacity and existing booked-in work.

By using WebTRIM eXpress to handle the booking process, all staff will have a complete picture of the upcoming work flow. The application provides graphs showing your booked levels verses targets (on a day to day basis), allowing you to easily recognise over-booked or under-booked capacities. The targets also take into account upcoming absenteeism (such as Annual Leave), and will automatically adjust the targets to suit.

Beyond the features mentioned, our booking process also has an unforeseen side effect on culture. Traditionally, vehicles are booked in based on a Monday to Friday basis. The number of problems that can potentially arise from this culture is quite remarkable.

- Painters are often left idle on a Monday morning while vehicles are quickly Stripped and Repaired.
- Administration staff are overwhelmed on a Monday morning with incoming customers dropping off vehicles, and the same applies on a Friday due to pick-ups.
- Minimal Invoicing occurs on a Monday and Friday due to the number of clients that need to be handled. This can have a direct impact on incoming cash flows.
- Number of vehicles onsite is larger? due to booking style. Greater amount of time in moving vehicles is required, as well as the space required to store vehicles.



Fully handles Booking-In process *(Continued)*

The WebTRIM eXpress booking module provides precise in and out due dates, and takes into account your capacity levels on a daily basis. The result of this is an ability to provide your customers with accurate dates that do not necessarily conform to the traditional Monday to Friday culture.

The impact of changing this culture can improve work flows, increase customer satisfaction, as well as having a direct impact on profitability. The following outlines the key advantages that can be obtained by using the WebTRIM eXpress booking module:

- Customer satisfaction: Reduce the duration that the customer is left without their vehicle by providing accurate in and out due dates.
- Increased volumes: The reduction in turn-around times will have a direct impact on your cycle times. Work providers use cycle times in conjunction with other key indicators to analyse your business. By reducing cycle times, you may be eligible for a change in rating, or may be able to better negotiate increases in volumes.
- Storage Costs: Booking in vehicles when they are required, rather than the traditional Monday to Friday method, will mean that there are less vehicles onsite at any one time. This can potentially lead to a reduction in insurance premiums, as well as reduction in additional parking required – which can be quite a significant saving where car parking is rented.
- Increased productivity: In addition to the above mentioned saving in storage cost, a reduction in vehicles onsite means that there is less vehicles in the way when moving vehicles in and out of the workshop. This may seem like a minor point, however the accumulative time spent each week moving vehicles out of the way to get to other vehicles quickly adds up. Every minute spent moving vehicles is one less minute that can be spent on productive, chargeable time.
- Administrative benefits: As mentioned, the Monday to Friday practice of booking in and out means that either of these days are hectic, and chaotic at best. By distributing the incoming and outgoing work across the week – the administration burden is reduced on these two days, and more evenly spread across the entire week. This can reduce stress levels and tension in the office, as well as increasing cash flow due to faster invoicing.

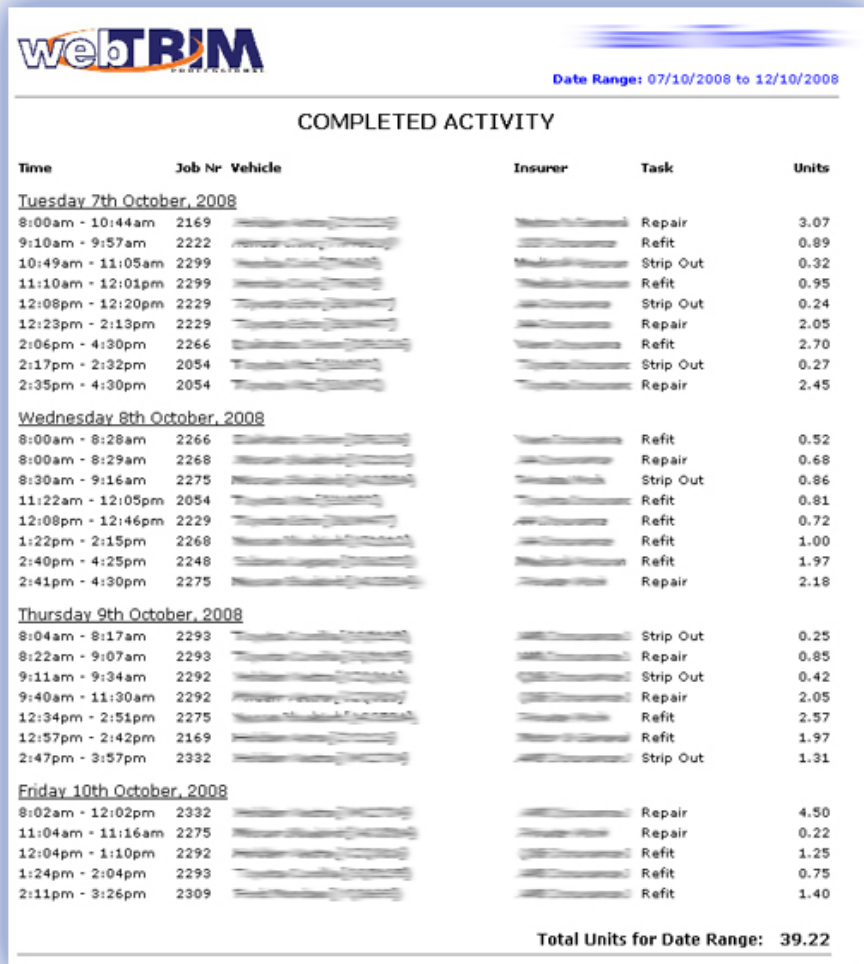
The general feedback that we receive after clients adopt our booking in system is an overall improvement in the work flow throughout the shop. The common bottlenecks, whether it be the paperwork in admin, or the progression of vehicles through the workshop, are greatly improved. It is often commented that “things just work a lot more smoothly” after having implemented WebTRIM eXpress.

Employee Performance Reporting

By using the drag and drop scheduling, the application is aware of which employees are allocated to the various tasks on each job. From this information, we are able to provide you with the historical activity of each individual.

These reports provide a detailed listing of each vehicle and task that was worked on, the start and end time of each, as well as their associated value.

This report is commonly used to compare the production levels between your employees. By looking at the total production per week, you can calculate such figures as the achieved charge out rate per hour, levels of efficiency, and are able to compare one week to another. You can also perform other analyses based on the data provided.



Time	Job Nr	Vehicle	Insurer	Task	Units
Tuesday 7th October, 2008					
8:00am - 10:44am	2169	[blurred]	[blurred]	Repair	3.07
9:10am - 9:57am	2222	[blurred]	[blurred]	Refit	0.89
10:49am - 11:05am	2299	[blurred]	[blurred]	Strip Out	0.32
11:10am - 12:01pm	2299	[blurred]	[blurred]	Refit	0.95
12:08pm - 12:20pm	2229	[blurred]	[blurred]	Strip Out	0.24
12:23pm - 2:13pm	2229	[blurred]	[blurred]	Repair	2.05
2:06pm - 4:30pm	2266	[blurred]	[blurred]	Refit	2.70
2:17pm - 2:32pm	2054	[blurred]	[blurred]	Strip Out	0.27
2:35pm - 4:30pm	2054	[blurred]	[blurred]	Repair	2.45
Wednesday 8th October, 2008					
8:00am - 8:28am	2266	[blurred]	[blurred]	Refit	0.52
8:00am - 8:29am	2268	[blurred]	[blurred]	Repair	0.68
8:30am - 9:16am	2275	[blurred]	[blurred]	Strip Out	0.86
11:22am - 12:05pm	2054	[blurred]	[blurred]	Refit	0.81
12:08pm - 12:46pm	2229	[blurred]	[blurred]	Refit	0.72
1:22pm - 2:15pm	2268	[blurred]	[blurred]	Refit	1.00
2:40pm - 4:25pm	2248	[blurred]	[blurred]	Refit	1.97
2:41pm - 4:30pm	2275	[blurred]	[blurred]	Repair	2.18
Thursday 9th October, 2008					
8:04am - 8:17am	2293	[blurred]	[blurred]	Strip Out	0.25
8:22am - 9:07am	2293	[blurred]	[blurred]	Repair	0.85
9:11am - 9:34am	2292	[blurred]	[blurred]	Strip Out	0.42
9:40am - 11:30am	2292	[blurred]	[blurred]	Repair	2.05
12:34pm - 2:51pm	2275	[blurred]	[blurred]	Refit	2.57
12:57pm - 2:42pm	2169	[blurred]	[blurred]	Refit	1.97
2:47pm - 3:57pm	2332	[blurred]	[blurred]	Strip Out	1.31
Friday 10th October, 2008					
8:02am - 12:02pm	2332	[blurred]	[blurred]	Repair	4.50
11:04am - 11:16am	2275	[blurred]	[blurred]	Repair	0.22
12:04pm - 1:10pm	2292	[blurred]	[blurred]	Refit	1.25
1:24pm - 2:04pm	2293	[blurred]	[blurred]	Refit	0.75
2:11pm - 3:26pm	2309	[blurred]	[blurred]	Refit	1.40
Total Units for Date Range:					39.22

No Data Entry

We have developed long term relationships with all Quote Packages available in Australia and New Zealand. These relationships mean that the information in your quote package is kept in line with WebTRIM. More importantly – there is absolutely no re-keying of data required. Each quote package works slightly differently, but in essence – whenever you save a quote, the information will appear in WebTRIM automatically.

WebTRIM currently interfaces with the following packages:

Quote Package	Level 1	Level 2	Level 3
AutoQuote DOS	✓	●	●
AutoQuote Windows	✓	✓	✓
Car Quote	✓	✓	●
CrashZone	✓	✓	●
DNS Quote Plus	✓	✓	●
FlexiQuote	✓	✓	●
Fox Quote	✓	●	●
PPG Business Manager	✓	✓	●
VQS	✓	●	✓

What do the different levels mean?

As time progresses, so does our requirement for more and more information. Packages marked as Level 3 indicate that they provide us with the latest and most sophisticated level of information, utilise ODBC technologies to submit information to our system, as well as integrating into their save routines. Level 2 packages also use ODBC technology, however they do not provide such information as parts and supplementary order status, line remarks, parts invoice data, and other fields that we use to better assist the management of jobs through our system. The last and most basic level 1 packages provide us with enough information stop to any re-keying of data, but limits certain features which level 2 and 3 packages offer. We encourage all packages to provide us with enough data to meet level 3 requirements.

Not on the list?

In addition to this list, several of our clients either use internal systems such as SAP, or bespoke applications to produce their quotes, all of which have been able to successfully integrate with our application. If you use a custom application, or are a quote package vendor that is not listed, please feel free to contact us. We are happy to integrate with any system absolutely free of charge!

Low Cost. No Fees, no up-fronts!

Our pricing structure is so cheap that we are often asked to confirm our actual pricing in writing! We have this type of structure because the product supports itself and requires little to no maintenance. We do however continually improve the product and add features based on Customer Feedback.

- No Upfront Fees
- No Monthly Support Fees
- No Yearly Support Fees
- No Training Fees (unless additional training requested)
- Low cost per Job Imported into system (From \$2.00 AUD/NZD per job).
- We only charge a maximum of 20 Jobs per week. For example, if you import 50 jobs per week, the most you will pay is \$40 per week.
- Re-importing of Jobs is Free & Unlimited
- If you import only 5 Jobs per week, this is all you will be charged for (ie. Pay Per Use)

Getting started is easy!

Step 1

Contact either WebTRIM directly, or one of our distributors to arrange a WebTRIM eXpress application login.

Step 2

WebTRIM trained technicians will contact you and configure your quoting package to interface with WebTRIM eXpress. We can do this remotely, all you will need to do is run a small application to allow our technicians to gain remote access to your computer.

Step 3

Our application trainers will be in touch with you to arrange a convenient time for training, which is done online. They will also provide you with login details for you to access WebTRIM eXpress.

Step 4

Upon completion of training, you will be advised on how to purchase WebTRIM eXpress credits. We use PayPal for all payment transactions, and you have the choice of purchasing 60x, 100x or 250 Credits at a time.

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Brochure Version: 1.00

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